

Message Text

UNCLASSIFIED

PAGE 01 BONN 04395 101610Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----057753 110252Z /75

R 101602Z MAR 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 6631
AMCONSUL FRANKFURT
AMCONSUL STUTTGART

UNCLAS BONN 04395

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - FRANK MORROW CO., INC.,
PROVIDENCE, R.I.

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

SIEBOLD GMBH & CO. KG
DAIMLERSTRASSE 11
D-6374 STEINBACH/TAUNUS
CONTACT: HERMANN J. SIEBOLD
PHONE: 06171-71376
COMMENT: GERMAN FIRM IS A LIMITED LIABILITY COMPANY,
FOUNDED IN 1965, AS A PRODUCER/DISTRIBUTOR OF HOUSEHOLD
AND KITCHEN GOODS MADE OF METAL AND METAL STAMPINGS.

MR. MORROW VISITED AMCONSUL FRANKFURT, ECON COMMERCIAL
SECTION (MR. MUELLER) ON FEBRUARY 21, 1978 AND DIS-
CUSSED HIS BUSINESS PROPOSAL AT GREAT LENGTH. IN
SUBSEQUENT DAYS, MR. MORROW VISITED NUMEROUS BUSINESS
PROSPECTS IN SOUTHERN GERMANY AND HESSE. AS A RESULT
OF HIS FACT-FINDING TOUR, HE CAME TO THE CONCLUSION
THAT THE EMPHASIS OF HIS SALES PROMOTION SHOULD BE
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PAGE 02 BONN 04395 101610Z

ON LIGHTING MANUFACTURERS OR MANUFACTURERS' AGENTS.
HE HAS RECEIVED A COMPLETE LIST OF NAMES OF LIGHTING
MANUFACTURERS AND WILL CONTACT THEM DIRECTLY FROM HIS
STATESIDE OFFICE. ADDITIONAL ASSISTANCE WAS PROVIDED
BY GIVING MR. MORROW THE NAMES OF THREE SPECIAL TRADE
MAGAZINES (INDUSTRIE-ANZEIGER, ELEKTRO-ANZEIGER,
EISENHAENDLER-FACHBLATT) FOR LONG-RANGE ADVERTISING

PLANNING.

WALTER NICKLIS GMBH
STAHLKONTOR
WASENSTR. 24
7000 STUTTGART 60 (WANGEN)
CONTACT: MR. WALTER NICKLIS
PHONE: 0711-421064
TELEX: 0723228

COMMENT: COMPANY HIGHLY INTERESTED. WANTS DETAILED
OFFERS INCLUDING PRICE LISTS. LOCAL COMPANY IS A SMALL
DISTRIBUTOR. EMPLOYS 8 AND LISTS ANNUAL SALES OF
DM 3 MILLION. CORRESPONDENCE SHOULD BE IN GERMAN.
FAVORABLY KNOWN TO CONSULATE GENERAL STUTTGART.

ABOVE INFORMATION WAS PASSED ON TO MR. MORROW WHEN
VISITING AMCONSUL FRANKFURT.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
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Message Attributes

Automatic Decaptioning: X
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Current Classification: UNCLASSIFIED
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Secure: OPEN
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Subject: ADS REQUEST - FRANK MORROW CO., INC., PROVIDENCE, R.I. THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY B
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/70b7acc9-c288-dd11-92da-001cc4696bcc
Review Markings:
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